

ABSTRACT OF THE DISCLOSURE

An appropriate call cycle is set without relying on the intuition or experience of a salesperson. Proposed call cycles that have been set in advance are stored in a storage means 12. An input means 11 inputs the amount of products consumed when calling on a customer and stores this in the storage means 12. An increase/decrease calculation means 13 acquires a past consumed amount and the current consumed amount from the consumed amount stored in the storage means 12 and calculates the rate of increase or decrease in the current consumed amount compared to the past consumed amount. This is then stored in the storage means 12. The call cycle setting means 14 acquires the rate of increase or decrease from the storage means 12 and sets a call cycle corresponding to the rate of increase or decrease selected from the proposed call cycles stored in the storage means 12. The output means 15 outputs the set call cycle.

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